Appl. No. 09/893,291
Reply to Office Action of October 18, 2004

Listing of Claims:

1.   (currently amended) A method of facilitating trade, comprising the steps of:

> receiving an input price from a network client as input to a computer program at a network server;
>
> accessing via the computer program a plurality of preconfigured buyer profiles, each profile of the plurality of buyer profiles including at least the identification of a buyer, a delivery destination and a pricing factor, each pricing factor being assigned by the network client and associated by the network client with the respective identified buyer;
>
> accessing via the computer program a logistics database which includes at least costing information associated with shipping to delivery destinations;
>
> configuring via the computer program a plurality of output prices, each output price being associated with one buyer profile of the plurality of buyer profiles, and each output price being a modification of the input price and reflecting at least (i) a cost of shipping to the delivery destination of the respective associated buyer profile and (ii) a price adjustment affected by the pricing factor of the respective associated buyer profile; and
>
> confidentially distributing the plurality of output prices, including the step of distributing to the identified buyer associated with each buyer profile the output price associated with the respective associated buyer profile.

2.   (original) The method of claim 1, wherein the step of confidentially distributing includes the step of posting each output price at the server for confidential access by the buyer identified in the respective associated buyer profile.

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3.   (original) A system for facilitating trade,

a server connected to the Internet;

a plurality of preconfigured buyer profiles accessible to said server, each said profile
of said plurality of buyer profiles including at least the identification of a buyer,
a delivery destination, and a pricing factor, each pricing factor being separately
input on behalf of a seller into the respective buyer profile and associated with
the respective identified buyer;

logistics data accessible to said server, said logistics data including at least costing
information associated with shipping to delivery destinations;

a computer program feature converting an input price input at the server to a
plurality of output prices, each output price being associated with one buyer
profile of the plurality of buyer profiles, and each output price being a
modification of the input price and reflecting at least (i) a cost of shipping to the
delivery destination of the respective associated buyer profile and (ii) a price
adjustment affected by the pricing factor of the respective associated buyer
profile.

4.   (original) The system of claim 3, wherein each said buyer profile of said plurality further
comprises product specifications unique to said buyer such that, when said seller
identifies a product for sale, said buyer is selected to receive said product based on
matching said product specification unique to said buyer.

5.   (original) The system of claim 3, wherein each said output price is forwarded to a buyer
associated with the respective buyer profile.

6.   (original) The system of claim 3, wherein said input price is provided in a recognized
shipping term selected by said seller.

7.   (original) The system of claim 3, wherein said input price is a free-on-board price.

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8.   (currently amended) The system of claim 3, wherein each said ~~outpost~~ output price is provided in a recognized shipping term selected by said seller.

9.   (original) The system of claim 3, wherein said delivered price is a cost-insurance-freight price.

10.   (currently amended) The system of claim 3, further comprising a negotiation platform for confidentially posting said output prices for access by respective ~~buyer's~~ buyers.

11.   (original) The system of claim 3, wherein said computer program can convert a delivered price entered into said platform by a buyer into an origin price for presentment to a seller.

12.   (original) The system of claim 11, wherein said origin price is forwarded only to sellers who have profiled said buyer in their buyer profile database.

13.   (currently amended) A computer readable medium containing a computer program for managing a trading platform, said computer program comprising:
      program instructions that allow a producer to create at least one buyer profile for one buyer, each buyer profile including at least a pricing factor assigned to that buyer profile by the producer;
      program instructions that grant access privileges to said buyer;
      program instructions that receive an offer price from said seller; and
      program instructions that calculate a plurality of delivered prices, each said delivered price uniquely calculated for individual buyers based at least in part on an individual buyer's pricing factor.

14.   (original) The computer readable medium of claim 13 further comprising program instructions for calculating an offer price from each said delivered price.

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15. (original) The computer readable medium of claim 13, wherein said buyer access privileges allow access to only information specifically designated for said buyer.

16. (currently amended) A method for making a bid transaction on a trading platform accessible to sellers and buyers, comprising the steps of:

receiving buyer information, input on behalf of a seller, into the trading platform

creating at least one a plurality of seller's buyer profiles, each seller's buyer profile identifying a buyer and establishing a basis for a trading relationship with said the respective buyer;

notifying said each respective buyer of the establishment of said a trading relationship and granting said each respective buyer access privileges to said the platform;

introducing product information into said the platform, including an origin offer price;

generating a delivered price from said origin offered price a delivered price associated with each seller's buyer profile, forwarding to by the platform a delivered price to each buyers identified in a in said seller's buyer profile of the plurality of seller's buyer profiles by said platform;

notifying said each identified buyer of the availability of an offer on said platform; and,

receiving a counteroffer price from said buyer.

17. (original) The method of claim 16, wherein said step of generating a delivered price further comprises the step of introducing said offer price into a price configurator.

18. (original) The method of claim 16, wherein said price configurator is an automatic pricing system that can convert an offer price to an individual delivered price.

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19.   (original) The method of claim 16, wherein said price configurator is an automatic pricing system that can convert an individual delivered price to an offer price.

20.   (original) The method of claim 16, wherein said step of generating an offer price further comprises the step of considering at least one of said buyer profile, logistics rate tables, and product specifications.

21.   (original) The method of claim 16, wherein said step of generating a delivered price further comprises the step of considering criteria specifically set by said seller.

22.   (original) A system for facilitating trade, comprising the steps of generating at a server on a global computer network a plurality of delivered prices from a single origin price input by a seller via a network client and making one delivered price of said plurality of delivered prices confidentially accessible to each of a plurality of buyers via a network client.

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